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| Objective | **To be a part of the organization so as to contribute to its long term and short-term goals. Grow with the organization and take higher and more responsibilities.** |
| Work experience | * **April 2010 –Till Date ICICI BANK**   RELATIONSHIP MANAGER –ELITE TRADE AND RELATIONSHIP GROUP   * **May 2008 Till MARCH 2009 ING VYSYA BANK**   SALES MANAGER-Liabilities   * **2007 JAN till April 2008 HSBC**   Assistant Sales Manager- Premier Banking   * **2005 Jan to 2006 December ABN AMRO Bank N.V**   Investment Advisor – VAN GOUGH PREFERRED BANKING   * **2003 June to 2004 December ABN AMRO Bank N.V**   Assistant Manager Quality Assurance – Corporate Segment / CEDP accounts |
| Job Responsibilities | **ICICI BANK RELATIONSHIP MANAGER –ELITE TRADE AND RELATIONSHIP GROUP(ETRG) NARAINA CLUSTER**   * **Handling Trade business of whole Naraina cluster** * **Having portfolio 60 Elite Trade cust** * **Handling Relationship of Elite cust of Naraina,Kirti Nagar Timber Mkt, Loha Mandi** * **Handling transcation such as Buyers Credit,PCFC,LC Bill discounting and inward/outward remittance** * **Ensuring Revenue generation through cross selling of varios product**   **ING VYSYA BANK-Limited SALES MANAGER –DWARKA BRANCH**   * **Handling team of 20 Sales Exictive** * **Building liability book size of the Bank through Fixed deposits, CASA.** * **Achieving Break even Target for the Month on Month** * **Setting up platform to achive CASA Target** * **Setting Plan of Action for the Month** * **Ensuring Revenue generation through cross selling of varios product**   **HSBC BANK –Noida Branch**  **Assistant sales Manager–Premier banking**   1. Acquisition of New to bank Premier customer HSBC. 2. Meet top end clients, CAT A & B with the RM to increase customer confidence & build loyalty.  * Increase Client engagement by regular relationship calling by RM team which would also be the key factor in improving Client Engagement scores. * Building liability book size of the Bank through Fixed deposits. * .Acquiring potential customer with some investment and Insurance * To ensure that the look and feel of the Premier lobby is maintained as per the set standards. * Servicing the existing and New to Bank high profile customers to ensure constant Business flow. * Increase the customer base by drawing in corporate salary accounts for the organization with average salary in excess of INR 1,00,000. * **Acting Sales Manager in the absence of the Sales Manager**.   **Investment Advisor– VAN GOUGH-(ABN AMRO BANK N.V)**  The VGPB Segment accounts, which comprises of all HNI customer’s.  Key responsibilities include:-   * Doing Fresh Investments for all VGPB customer in Gurgaon * Establish contact with the all HNI CUST. * Be present at camps for Investment purpose. * Coordinate With Relationship Manager on service Issues too   **Assistant Manager Quality Assurance– CORPORATE SEGMENT(ABN AMRO BANK N.V), ABN AMRO BANK**  The service co-coordinator for the Corporate Segment accounts, which comprises of about 600 Companies.  Key responsibilities include:-   * Sample the TATs of various products as per the SLA * Ensure complaints are resolved and responded to in time and feedback upwards of any issues. * Establish contact with the Finance/ Admin/ HR in the important Companies. * Be present at camps to show a face to the name they interact with. * Enhancement in the relationship value of the Corporate by extending excellent service.   Additional responsibilities include:-   * Co-ordinate the salary account opening of the Corporates maintaining salary accounts and monthly salary transfer instructions received from various Corporates. * Schedule service meetings with the co-ordinators of the top Corporate, to strengthen the relationship and also obtain their feedback on our various products and services offered. * Monitor the inflow of Salary amount, corporate-wise and maintain a monthly comparative study and track the balance movement. * Provide solution to all escalated service issues within the committed turn around time.   Projects handled:-  Was in charge in handling the pilot project on secured credit cards for an important Category A client. The responsibilities here are as follows:-   * Issuance of new corporate credit card for all new employees. * Monitoring the cycle wise payments for all issued cards. * Ensuring timely payment for all cards within the due dates. * Closure of credit card a/c when the company informs resignation of an employee.  **Significant Achievements:**  * Increased customer’s interest for trading in derivatives(F&O) * Instrumental in restarting business relationship with top clients. * Increased staff productivity after training sessions. * Appreciated by hni clientele & regional product manager. |
| Education | * B.CA from IMS NOIDA CCS University in 2003. * Class XII , 1999–2000, Mamta Modern Ser Sec School , New Delhi |
| Interests and activities | Learning new languages, Fabric painting |
| Personal Information  OTHER CERTIFICATIONS  References | Date of Birth: Sep 15, 1982  AMFI CERTIFICATION (ADVISOR) MODULE.  Available upon request |